

ACADEMIC PROFILE			
PGDM	65.30 %	Jagdish Sheth School of Management, Bengaluru	2025
B.SC in HM&HA	65.72%	Institute of Hotel Management, Gwalior	2020
Class XII(CBSE)	59.6%	Kendriya Vidyalaya No.2 Jammu Cantt	2017
Class X(CBSE)	71.3%	Kendriya Vidyalaya No.2 Delhi Cantt	2015
AREAS OF STUDY			
<ul style="list-style-type: none">As a PGDM candidate with a specialization in Marketing and Sales Management, possessing a strong foundation in customer relationship management, strategic account planning, and negotiation. Proven ability to analyse market trends and develop tailored solutions to drive revenue growth and customer satisfaction.			
WORK EXPERIENCE(S)			15 Months
Reliance Retail Ltd. Indore		Assistant Manager (Sales and Operation)	Feb 2021 - May 2022
<ul style="list-style-type: none">Proficient in managing store operations, customer service, and stakeholder relationships.Strong skills in data analysis, reporting, and product marketing.Leveraging MS Office and SAP expertise.Launched and managed multiple stores across Uttar Pradesh, overseeing all aspects from setup to operations.Led and trained store teams to ensure exceptional customer service and efficient operations.Managed inventory and supply chain to maintain optimal stock levels and drive sales.Focused on sales growth and profitability through strategic planning and execution.Ensured compliance with regulations and company standards, maintaining a secure and customer-friendly environment.			
LEAD THE NSO (New Store Opening) TEAM IN EAST U.P			
<ul style="list-style-type: none">Market Research & Analysis: Conduct thorough market research to identify potential locations for new supermarket stores, analysing demographic data, consumer behaviour, and competition.Site Evaluation & Negotiation: Collaborate with the real estate team to evaluate potential sites, negotiate leases, and secure optimal locations for the organization.Team Building: Hired and developed store staff up to the supervisor level.Store Launch & Operations: Provided guidance to store managers on operations and systems post-store launch.			
INTERNSHIP(S)			04 Months
Oberoi Hotels and Resorts, Amarvilas Agra.		Hotel Management Intern	Dec 2018 - Mar 2019
SUCCESSFULLY COMPLETED THE INDUSTRIAL TRAINING OF THE OBEROI GROUP WITH 100% ATTENDANCE.			
<ul style="list-style-type: none">Food and Beverage Services: Handled guest orders, served food and beverages, ensured customer satisfaction.Kitchen: Assisted in food preparation, maintained kitchen hygiene, learned about food safety.Housekeeping: Cleaned and maintained guest rooms, public areas, and back-of-house spaces.Front Office: Greeted and registered guests, handled reservations, provided guest assistance			
ACADEMIC PROJECT(S)			
<ul style="list-style-type: none">Design Thinking : Online paradox where customers try on glasses In-store but buy online.			
Solutions : <div><div>1. Providing Reviews In-store - Add QR codes for each frame for their individual online feedback or review.</div><div>2. Click-and-Collect Kiosk - Visual: User-friendly kiosk where customers can order glasses online for in-store pickup.</div></div> Highlight: Seamless integration of online and offline experiences, offering convenience and immediate gratification.			
RFP			
<ul style="list-style-type: none">Project Title : Study of Attitude towards the snack bar product category amongst the target customersProject Details : The project will focus on calling customers based on the data shared by the company. I need to conduct interviews to identify consumer preferences and possible pain points to be addressed by the company			
CERTIFICATIONS			
<ul style="list-style-type: none">Foundations of Business StrategyBranding and Customer ExperienceFundamentals of Marketing Strategy		Darden School Of Business ,Coursera I e University , Coursera University of London	
POSITIONS OF RESPONSIBILITY			2023 - 2025
JAGSoM, Bengaluru		Committee Member and External Relation Head of Sales and Service Committee <ul style="list-style-type: none">Industry Engagement: Arranged an industry visit for my committee at Volvo-Volkswagen.Industry Relationship Building	
ACCOMPLISHMENTS			
Competitions		<ul style="list-style-type: none">Secured 1st position in a design thinking competition as group leader of a 5-member team. Defeated 52 teams and won the prize on Founders’ Day.	
SKILLS		<ul style="list-style-type: none">Microsoft Excel, Data Visualization (Tableau), Power Point Presentation, SAP (Retail)	